

# Farm & Market Report

## Massachusetts Department of Food and Agriculture

Vol. 77, No. 8

August 2000

### Festivals Mark Sweet Corn Month

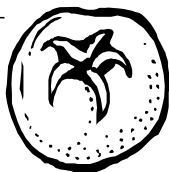
Now is the time to enjoy one of the favorite foods of summer - locally grown corn-on-the-cob. August and early September is the peak season for Massachusetts sweet corn and area farmers are gearing up to meet the demand at local farmers' markets, roadside stands and supermarkets.

Massachusetts farmers' markets and roadside stands are celebrating the season with corn festivals during August - Massachusetts Sweet Corn Month. The farms and markets will offer free samples of sweet corn and activities such as hayrides, farm animals, live music, face painting, and cooking demonstrations.

For a listing of participating farms and farmers' markets, call the Department of Food and Agriculture at 617-626-1754. ■

### Massachusetts Tomato Contest, August 25th

This year's Massachusetts Tomato Contest for commercial growers will be held on Friday, August 25th in conjunction with Massachusetts



Marketplace at Elm Bank Reservation in Dover. A panel of experts will judge the tomatoes based on flavor, quality, color and shape. Categories will include slicing, cherry, heirloom and heaviest and trophies will be awarded to the top three contenders in each category.

If you cannot make it to Dover, there are several locations across the state where you can drop off tomatoes on Thursday, August 24th. For more information or a list of drop-off sites and registration form, call David Webber at 617-626-1754.

### Southeastern Mass. Buy Local Campaign Kicks-off with Tour

Commissioner Jay Healy helped kick off the South Coast's first-ever "Buy Local" marketing campaign for local farm products by visiting Spring Meadow Farm in Mattapoisett, Achinbac Farm in East Free-town and The Back Eddy restaurant in Westport last month.

The Southeastern Massachusetts Agricultural Partnership (SEMAP) is spearheading the campaign which encourages consumers to support local farms by buying local products. The campaign, funded by grants from MDFA and the Mass. Office of Travel and Tourism, consists of newspaper and radio advertisements, billboards, bus signs, point-of-purchase signage, window decals, and restaurant table tent cards.

SEMAP is a partnership of organizations formed to help agricultural enterprises achieve economic success.

SEMAP has also developed a Harvest Handbook to help consumers find local products. The book will be distributed regionally through restaurants and farm stands.

State tourism director Mary Jane McKenna, SEMAP representatives, legislators, selectmen and farmers accompanied Commissioner Healy on the tour.

Chris Schlesinger, Chef/owner of The Back Eddy restaurant in Westport, is one of local agriculture's strongest supporters. He opened The Back Eddy in spring 1999 and features all locally grown, harvested or produced high-quality items including native produce, seafood, wines, beers, bread, and cheese.

The tour was covered by the New Bedford Standard Times, the Fall River Herald News, the Providence Journal and Media One's local cable news station. ■

### Massachusetts Sheep Producers Set Sales Record

By Ed. Bourgeois, Pioneer Valley Sheep Producers Association

A new all time U.S. sales record was set at the National Southdown Sale featured at the 58th Annual New England Sheep & Wool Growers show and sale last month. The event was held at the Eastern States Exposition grounds in West Springfield.



Some 230 of the nation's best breeding stock representing 15 different breeds was offered. Entries were received from 19 states and Canada, some as far away as Oklahoma, Texas, Minnesota, and Virginia. The judge was Jim Jagger of Ohio.

Exhibits from Massachusetts achieved a number of show winners. Cliff and Lorrie Thayer and family of Splenderview Farm, Cummington, had a phenomenal showing.

Splenderview Farm's Supreme Southdown ewe set a new all-time US sale record for the breed. Previously the record was held by an Oklahoma producer.

In addition, Thayer's son, Kyle, has also been honored with the opportunity to judge this year's Dorset Sheep show at the North American Livestock Exposition this November in Louisville, Kentucky. Congratulations to the Thayers and all the Massachusetts exhibitors.

For more information on future events and exhibits, please contact Ed Bourgeois at 413-253-7985 of Pioneer Valley Sheep Producers Association. ■



This publication is available in alternate formats upon request and on the World Wide Web at [www.massgrown.org](http://www.massgrown.org).



### Commissioner's Column

## Thanks for Supporting the Dairy Compact

by Jonathan L. Healy

As you may know, an amendment in the Senate version of the state budget would have withdrawn the Commonwealth's participation in the Northeast Dairy Compact. I am pleased to report that amendment was not included in the final conference committee version. I credit local farmers, legislators and consumers with helping to squelch this effort to withdraw Massachusetts from the Compact.

The fact that this amendment was defeated shows that a significant number of legislators understood that the proposal was poor public policy that would help neither farmers nor consumers.

The Compact is a regional pricing mechanism for fluid milk sold in the six New England states designed to stabilize farmer prices for fluid milk and ensure an adequate supply of fresh milk in the region.

I also commend dairy farmers for turning down financial support promised in the amendment. Our dairy farmers spoke out loud and clear that they do not want welfare; they just want to make a living. They demonstrated great character and wisdom in rejecting the three million dollar hand-out proposed by some members of the Senate.

I think Massachusetts consumers also saw through this thinly veiled attempt by a large out-of-state corporation to increase profits at the expense of the farmer and consumer. Few Bay State citizens voiced opposition to the Compact to their legislators.

I am extremely pleased that the conferees understood the Compact's importance to the state and the region and that our farmers' 'safety-net' will now remain intact.

### Farm Facts

#### Sweet Corn

Some 500 Massachusetts farmers produced 42.3 million pounds of sweet corn on 6,500 acres of farmland. The crop was valued at \$12.7 million in 1998. Massachusetts ranks first in sweet corn production in New England.

Source: *New England Agricultural Statistics*

### Farm-City Connections

## Farm City Festival Set for Sept. 9&10!

Historic Prowse Farm in Canton is the place to be the weekend after Labor Day, when the farm community showcases its products and way of life to appreciative city and suburban folks! This year's event features a farmers' market, farm animals, miniature horses, blacksmith demonstrations, and a special appearance by the Fernald Lumber Co. six horse Belgian hitch.

Other activities include early American artisans, blacksmith, ropemaking and basketmaking and the Raptor Project, the largest travelling exhibit of birds of prey in North America. Visitors can also enjoy square dancing exhibitions and live music along with a barbecue and cookout menu all day long.

The farmers' market with growers from local farms will feature apples, pumpkins, a wide variety of other traditional fall crops plus native Massachusetts maple syrup, honey, preserves, farm baked breads, cookies and pies. Other specialty food features include the popular corn boil and chocolate covereds from a local dairy. Yum!

Farm City Festival is an annual event co-sponsored by Norfolk County Farm Bureau and Friends of Prowse Farm with the cooperation of Mass. Farm Bureau and the Department of Food and Agriculture.

Organizers are still seeking assistance from horse farms to give equine demonstrations and also pony rides. A professional sound system is another much needed item. Anyone who can help out in these areas is asked to phone 781-828-FARM.

## School Programs Gear up for Fall Season

Mass. Agriculture in the Classroom plans to offer teachers revised and new lesson plans in its popular "It's Your World" curriculum for grades K to 8.

The lessons feature hands-on activities relating to local food crops, trends in farm numbers, agricultural careers and plants. New lessons feature aquaculture, farmers' markets and school gardens. The lessons will be related specifically to the Massachusetts curriculum frameworks.

The School Gardens Working Group is meeting in August to review a final report of the UMass survey to school principals and chart strategy for the year ahead. The group seeks to facilitate partnerships between schools and the horticulture industry. Nurseries, flower growers and garden centers are urged to get involved in this great educational opportunity.

For more information on any of the above, contact Janet Christensen, 617-626-1735, jchristensen@state.ma.us. ■

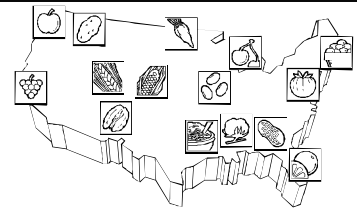
### Legal Corner

## The Native Law

The following Massachusetts state law applies to all businesses selling produce retail. This includes supermarkets, grocery stores, farmstands and farmers' markets.

General Laws - Chapter 94 Sec. 99B. USE OF WORD 'NATIVE' IN SALE OR PACKING OF VEGETABLES, FRUIT, OR TURKEYS, REGULATED.

No person shall sell or offer to sell or pack for sale or distribution in the Commonwealth, fruit, vegetables or turkeys in containers bearing the label or designation "native" nor cause fruit, vegetables or turkeys to be advertised as "native" unless the name of state in which such fruit, vegetables or turkeys where grown appears immediately after the word "native". Whoever violates any provision of this section shall be punished by a fine of not more than one hundred dollars. ■



### FarmNet of the Pioneer Valley

A free information, referral and consultation service for the farm community of Franklin, Hampshire and Hampden counties.

800-327-6002

413-549-1483 (Hampshire Co.)

### Farm & Market Report Monthly

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Food and Agriculture  
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## Regional Grant Program Adopts New Format, Earlier Deadlines

An agricultural program that offers approximately \$2 million in grants to Northeast researchers, educators and farmers has adopted an ambitious new format that focuses on practical outcomes.

The Northeast Region USDA Sustainable Agriculture Research and Education (SARE) Program tested this outcome-based approach in a pilot program last year. Now, Northeast SARE is extending the format to its entire Research and Education and Professional Development Programs for the 2001 grant cycle.

"We believe these changes will improve the quality of SARE projects to the benefit of agriculture and communities in the Northeast," says Northeast SARE Program Manager Jim Gardiner.

The new approach requires applicants to describe what will be different - in measurable terms -- as a result of the project, not just what activities will occur.

Application deadlines for the Professional Development and Research and Education Grant Programs will be earlier than in previous years. Professional development proposals are due November 7, and research and education proposals are due November 10.

No changes, however, will be made to Northeast SARE's popular Farmer/Grower Grant Program. The application deadline for Farmer/Grower grants is December 4.

SARE is a competitive grants program that works to increase knowledge about - and help producers adopt - agricultural production and marketing practices that are profitable, environmentally sound, and good for communities and society in general.

The Northeast SARE Program serves Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, West Virginia, and Washington D.C.

Go to [www.uvm.edu/~nesare/](http://www.uvm.edu/~nesare/) or call 802-656-0471 for more information or to obtain an application. ■

## New & Improved Guides Published

### Colorful Farmers' Market List

Massachusetts Farmers' Markets 2000, a new guide listing nearly 100 open-air farmers' markets held weekly across the Bay State, has just been published by the Department of Food and Agriculture. This full-color brochure provides locations, times and opening and closing dates for each market.

Most farmers' markets continue to the end of October with some staying open through Thanksgiving.

### Comprehensive PYO Guide

A first-ever comprehensive Massachusetts Pick-Your-Own Farm Guide listing over 200 farms that let customers pick fruit, veggies, flowers and even fish has been published by MDFA.

The 67 page colorful booklet includes address, phone number, web site, hours, and directions, as well as a key to available PYO crops, for each farm. The guide also features an index by crop, a seasonal availability guide and list of other resources available.

Both guides are being promoted through the news releases, on the Web, and will be offered at coming events such as the Massachusetts Marketplace, Mass. Marketplace West, The Big E, and other fairs and festivals.

The guides are available by calling the MDFA at 617-626-1700 or on the web at [www.massgrown.org](http://www.massgrown.org). ■



### How to Place a Classified Ad

Classified ads are accepted free-of-charge on a first-come basis only. Limit: 25 words. Be sure to include a phone number. No display ads will be accepted. Only one listing per issue unless space permits. Ads may run in consecutive issues, space permitting, providing we are notified before the deadline for each issue.

Ads must be of interest to Massachusetts farmers. The Mass. Dept. of Food and Agriculture reserves the right to refuse any listing it deems inappropriate for publication.

Send typewritten or neatly printed copy to: Farm & Market Report, Mass. Dept. of Food and Agriculture, 251 Causeway St., Suite 500, Boston, MA 02114, fax: 617-626-1850, [dbaedeker@state.ma.us](mailto:dbaedeker@state.ma.us) or call 617-626-1752.

### CLASSIFIEDS

Hay Baler. International, Model 56. 4-cyl, gas eng. Runs great. \$700/bo. Blackstone, 508-883-7302.

Showtime at the fairs. You need this Stewart Clipmaster cowclipper to put your animal in the best shape to show. Holden, 508-829-3186.

Business solutions for the food and agricultural industry. Business planning & financing assistance. Experienced. References. Send for brochure. Woody Pratt, Sherwood Consultants, Brookline, MA, 617-232-8818, fax: 617-277-0126, [spratt@quik.com](mailto:spratt@quik.com)

Wanted: Milking dairy goats, all breeds, at reasonable price, grades fine. Starting goat dairy, need milkers. Norman or Linda Whitehill, 802-584-3195.

SWEAT YOUR RENT. 3 rm apt avail Sept 1 in exchange for help w/ horses, orchard, grounds, and general maintenance. Lovely rural setting 15 minutes from Amherst. Possibility of paid work March-October. 413-259-1468.

For sale: '86 Chevy truck, 4x4, 3/4 ton, standard transmission, 135k, \$2,500. Brand new ball joints. Passes new state inspection. Call Marc, (413) 863-0071.

For Sale: 104 acre farm overlooking Canandaigua Lake, Upstate New York. House, barns, garage, smoke house, pig pen, chicken coop. 200+ Adjoining Acres available. 518-587-1516. \$250,000.

For sale: rye, hairy vetch, rye-vetch mix, and oats for cover cropping. Must sell from the field. We lost our storage due to fire. Taft Farm, 413-528-1515.

For sale: Double six feeders for milking parlor. 80 gal. electric hot water heater - 2 yrs old - used in milk room. 508-669-5046.

From our show flock, 3 registered Suffolk rams on USDA certification program and NSIP. Produce fast-growing lambs. \$350 and up. Stony Farm, Holden, 508-829-4556.

NOFA/Mass. certified organic lamb and certified organic hay for sale. Lamb is grass fed. Hay is from fertilized fields. Cardinal Brook Farm, Petersham, MA, 978-724-3314.

Sweet corn growers: model 90 plastic mulch layer by mechanical transplanter. New. \$1,000. Pittsfield, 413-442-1076.

Attention farmstands: Empire Packaging Co. carries a full line of bags & baskets. "Packaging you and your customers can count on." 800-562-5520.

For sale: Farmall M tractor NF. Good rubber, new 12 volt system. Runs excellent. \$1995. Del. available. Late cut cow hay, \$2/bale in field. Peterborough, NH. 603-924-4263.

For sale: Ford 8N tractor with bucket. 1950 model. 978-521-1130.

Massey Ferguson highway mower. 6 ft belly mount. Good condition. \$2,000. Will trade for rear tiller. 978-475-3925.

Premier, profitable garden center for sale. West of Boston. Top quality plants, eclectic garden accents & garden supplies. Loyal, affluent customers. Solid supplier base. Great visibility & easy access. 1.5 acres, fully useable. 2 greenhouses. Addtl building on prop. A 3-season garden center w/excel. reputation. \$670,000. Includes inventory. Principals only. Pat Thatcher-Hill, 508-495-1974.

Injection molded flats. Half flats - lg & med. size, all types of carriers available. Wielock Plastics, Dudley, MA, 508-943-5366.

**DEADLINE** for the next issue of the **Farm & Market Report** will be August 30.

## Farmers' Market News

### New Markets Need Growers

The following new farmers' markets are looking for growers. Please call the contacts below for more information. For general information on Massachusetts farmers' markets, contact David Webber, MDFA, 617-626-1754, [dwebber@state.ma.us](mailto:dwebber@state.ma.us).

- Everett - Fridays, 11:30 am - 5:00 pm, Contact Marzie Galazka, 617-394-2313
- Scituate, Sundays, 11:00 am - 3:00 pm, Contact Betty Kelly, 781-545-1236
- Springfield/Eastside Mall, Contact John Soja, 413-543-3820
- Sturbridge, Thursdays, 1:00 pm - 5:30 pm, Contact Andy O'Keefe, 508-753-7761. Vegetable grower needed.
- Winchendon - Saturdays, 8:00 am - 1:00 pm. Contact Denise at 978-297-3308. Vegetable grower needed.

### Brookwood Farm Hay Days

The Metropolitan District Commission is seeking participants for their Farm Day to be held at Brookwood Farm at the Blue Hills Reservation, Milton on Sunday, October 15, Noon to 4:00 pm.

Farm animals for a petting zoo, pumpkin vendors and antique farm equipment are especially needed. For more information, contact Maggi Brown at 617-727-0571. ■

## Calendar

- ◆ August 25-26 **5th Annual Massachusetts Marketplace** at Elm Bank Reservation, Dover. Sponsored by MDFA and the Mass. Horticultural Society. Call Bonita Oehlke, MDFA, 617-626-1753 for info. on exhibiting.
- ◆ September 2 **2nd Annual Massachusetts Marketplace West** at the Three County Fair, Northampton. Call Mark Lattanzi, 413-559-5338 for details.
- ◆ September 5 **Heritage Tomato Tour**, 4:30 pm at Equinox Farm, Housatonic. Over 90 varieties of organically grown, heirloom and open pollinated tomatoes. Call 413-229-8316 or e-mail [NatSeeds@aol.com](mailto:NatSeeds@aol.com).
- ◆ Sept. 15 - Oct. 1 **Eastern States Exposition**, West Springfield. Call 413-737-2443, e-mail [info@thebig.com](mailto:info@thebig.com) or visit [www.thebig.com](http://www.thebig.com). Come see a newly renovated Mass. Building.
- ◆ September 16-17 **9th Annual Soule Homestead Harvest Fair** and Joe Davies Folk Festival, 46 Soule St., Middleboro, MA. Call 508-947-6744, e-mail [soule@tmlp.com](mailto:soule@tmlp.com) or visit [www.soulehometstead.org](http://www.soulehometstead.org).
- ◆ September 23 **2nd Annual North Quabbin Garlic & Arts Festival**, 10:00 am - 5:00 pm, at Foster Farm, 60 Chestnut Hill Rd., Orange. Rain date September 24.
- ◆ September 23-24 **3rd Annual Exhibition & Sale of Heritage Breed Livestock** at Hancock Shaker Village, Hancock. Call 413-698-2044 or visit [www.nehbc.org](http://www.nehbc.org).

### Exhibitors of Rare & Historic Livestock Breeds Sought

The New England Heritage Breeds Conservancy is seeking farmers to exhibit heritage breeds of livestock for its third annual Exhibition and Sale of Heritage Breed Livestock on Saturday and Sunday, September 23rd and 24th, 9:30 am to 5:00 pm at Hancock Shaker Village, Hancock, Mass.

Farmers from across the Northeast participate in this event, one of the largest heritage breeds exhibitions in the U.S. Last year over 3,500 visitors attended the show and more than 200 unusual historic animals were featured.

Admission is free for exhibitors and their families and includes country fair events and the buildings at Hancock Shaker Village. For more information, call 413-698-2044 or visit [www.nehbc.org](http://www.nehbc.org). ■

### New Federal Legislation Reduces Credit Crunch for Farmers

Term limits on operating loans have been suspended until December 31, 2002 with the passage of the Agricultural Risk Protection Act, according to USDA's Farm Service Agency.

The 1996 Farm Bill contained a provision that limited the number of years in which a farmer is eligible to receive operating loans through USDA-FSA.

Financial stress from low farm prices has made it difficult for many farmers who borrow from FSA to make the financial progress to move to another credit source. FSA only finances farmers who cannot get credit from other sources.

For more information contact your county FSA office or visit [www.fsa.usda.gov](http://www.fsa.usda.gov). ■

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